

Message Text

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PAGE 01 PRAGUE 01611 131552Z
ACTION EUR-12

INFO OCT-01 ISO-00 IO-13 EB-07 OMB-01 TRSE-00 EPG-02
SS-15 NSC-05 L-03 EA-07 CIAE-00 DODE-00 INR-07
NSAE-00 PA-01 USIA-06 PRS-01 SP-02 /083 W
-----131728Z 050328 /46

R 141420Z JUN 77

FM AMEMBASSY PRAGUE
TO SECSTATE WASHDC 2918
INFO USDOC WASHDC
AMEMBASSY BERLIN
AMEMBASSY BELGRADE
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY MOSCOW
AMEMBASSY SOFIA
AMEMBASSY WARSAW

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BELGRADE ALSO FOR USDEL CSCE

E.O. 11652: NA
TAGS: EALR, CSCE, ETRD , CZ
SUBJECT: REPRESENTATIVE OFFICES: US FIRMS INTERESTED AND OTHER
DEVELOPMENTS

REF PRAGUE 0023

1. EMBASSY HAS RECENTLY HEARD THAT THREE U.S. FIRMS ARE
NOW INTERESTED IN OPENING REPRESENTATIONAL OFFICES IN CSSR:

(A) IBM HAS ALREADY DISCUSSED FORMAL APPLICATION,
WHICH IT EXPECTS TO SUBMIT IN JULY, WITH GOC OFFICIALS.
EARLIER, THERE SEEMED TO BE A SNAG OVER WHETHER OFFICE
WOULD BE IN NAME OF IBM WORLD TRADE IN US OR IBM ROECE IN
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PAGE 02 PRAGUE 01611 131552Z

VIENNA (IBM PREFERENCES LATTER). THIS NOW SEEMS TO HAVE BEEN
RESOLVED IN IBMS FAVOR. LOCAL OFFICE WOULD EMPLOY ONLY
CZECHOSLOVAKS ALREADY INVOLVED WITH IBM HERE.

(B) DURING JUNE 6-10 VISIT TO PRAGUE OF SPERRY
RAND CHAIRMAN LYET(SEPTEL), POSSIBLE SPERRY RAND
REP OFFICE WAS DISCUSSED. MATTER WILL APPARENTLY

NOT BE PURSUED AGAIN UNTIL OCTOBER MEETING IN WASHINGTON OF
CZECHOSLOVAK-US ECONOMIC COUNCIL, OF WHICH LYET IS US CHAIRMAN.

(C) HEWLETT-PACKARD EVIDENTLY IS ALSO SERIOUSLY
CONSIDERING APPLYING TO OPEN AN OFFICE, BUT WE KNOW
NO DETAILS.

2. OTHERWISE, SITUATION REMAINS LARGELY AS IT WAS
WHEN WE REPORTED LAST JANUARY (REFTEL).

SEVERAL JAPANESE FIRMS HAVE LEGALIZED THEIR PRESENCE HERE, BUT
SWEDISH FIRMS AND OTHERS ARE STILL NEGOTIATING WITH GOC. UK
AND FRG FIRMS HAVE BEEN OR MAY SOON BE APPROVED. PROBLEMS ON
TAXATION SEEM TO HAVELESSEDNED DUE TO COOPERATIVE ATTITUDE OF
MINISTRY OF FINANCE, AND WE GATHER THAT PROBLEM OF RETAINING
QUALIFIED PERSONNEL HAS BEEN WORKED OUT TO SATISFACTION OF
SEVERAL FIRMS. HOUSING AND OFFICE PROBLEMS REMAIN,
HOWEVER, AND DECISION TO BUILD WORLD TRADE CENTER EVIDENTLY
HAS STILL NOT BEEN MADE.

3. EMBASSY WILL CONTINUE TO FOLLOW DEVELOPMENTS.

BYRNE

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INVESTMENT OPPORTUNITIES, BUSINESS FIRMS, TAX RATES, ESTABLISHMENT OF OFFICES
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Jun-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
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ISecure: 1
Legacy Key: link1977/newtext/t19770659/aaaabzhn.tel
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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Status: NATIVE
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TAGS: EALR, ETRD, CZ, US, CSCE, IBM, SPERRY RAND CORP
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Type: TE
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